

11 September 2020

BENCHMARK INTEREST RATES AND YIELD CURVE

**US Treasury Rates-**

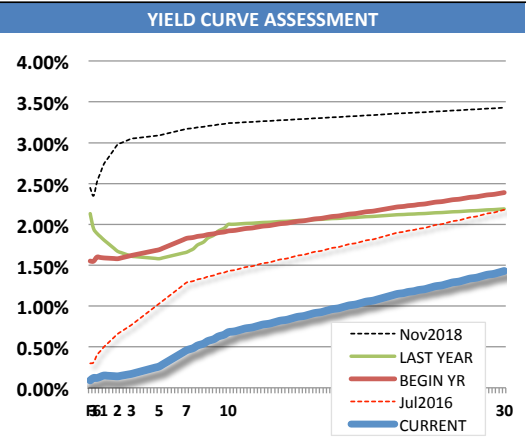
|           | THIS WK<br>9/10/20 | LAST MO<br>8/10/20 | YR END<br>12/31/19 | LAST YR<br>9/10/19 | CHANGES SINCE |         |            |
|-----------|--------------------|--------------------|--------------------|--------------------|---------------|---------|------------|
|           |                    |                    |                    |                    | This Yr       | Last Yr | This Cycle |
| Fed Funds | 0.09%              | 0.10%              | 1.55%              | 2.13%              | -1.46%        | -2.04%  | -2.36%     |
| 3mo       | 0.12%              | 0.11%              | 1.55%              | 1.95%              | -1.43%        | -1.83%  | -2.23%     |
| 6mo       | 0.12%              | 0.13%              | 1.60%              | 1.89%              | -1.48%        | -1.77%  | -2.40%     |
| 1yr       | 0.15%              | 0.13%              | 1.59%              | 1.81%              | -1.44%        | -1.66%  | -2.59%     |
| 2yr       | 0.14%              | 0.14%              | 1.58%              | 1.67%              | -1.44%        | -1.53%  | -2.84%     |
| 3yr       | 0.17%              | 0.15%              | 1.62%              | 1.61%              | -1.45%        | -1.44%  | -2.88%     |
| 5yr       | 0.26%              | 0.24%              | 1.69%              | 1.58%              | -1.43%        | -1.32%  | -2.83%     |
| 7yr       | 0.46%              | 0.42%              | 1.83%              | 1.66%              | -1.37%        | -1.20%  | -2.71%     |
| 10yr      | 0.68%              | 0.59%              | 1.92%              | 2.00%              | -1.24%        | -1.32%  | -2.56%     |
| 30yr      | 1.43%              | 1.25%              | 2.39%              | 2.19%              | -0.96%        | -0.76%  | -0.75%     |

**Slope of the Yield Curve-**

|          |       |       |       |        |        |       |        |
|----------|-------|-------|-------|--------|--------|-------|--------|
| 2yr-3mo  | 0.02% | 0.03% | 0.03% | -0.28% | -0.01% | 0.30% | -0.61% |
| 5yr-2yr  | 0.12% | 0.10% | 0.11% | -0.09% | 0.01%  | 0.21% | 0.01%  |
| 10yr-5yr | 0.42% | 0.35% | 0.23% | 0.42%  | 0.19%  | 0.00% | 0.27%  |
| 10yr-3mo | 0.56% | 0.48% | 0.37% | 0.05%  | 0.19%  | 0.51% | -0.33% |

**Other Interest Rates-**

|            |       |       |       |       |        |        |        |
|------------|-------|-------|-------|-------|--------|--------|--------|
| Prime      | 3.25% | 3.25% | 4.75% | 5.25% | -1.50% | -2.00% | -2.25% |
| 1mo LIBOR  | 0.15% | 0.17% | 1.76% | 2.04% | -1.61% | -1.89% | -2.37% |
| 6mo LIBOR  | 0.28% | 0.33% | 1.91% | 2.04% | -1.63% | -1.76% | -2.63% |
| 12mo LIBOR | 0.41% | 0.46% | 2.00% | 1.97% | -1.59% | -1.56% | -2.72% |



**CYCLICAL CHANGES SUMMARY**  
Jul16 Low-Nov18 High    Nov18 High-Current

|           |       |        |
|-----------|-------|--------|
| Fed Funds | 2.15% | -2.36% |
| 1year     | 2.24% | -2.59% |
| 2years    | 2.32% | -2.84% |
| 3years    | 2.28% | -2.88% |
| 5years    | 2.06% | -2.83% |
| 10years   | 1.81% | -2.56% |

**ANNUAL CONSUMER PRICES RISE 1.3%;  
CONSUMER CREDIT INCREASES 3.3%**

The cost of U.S. goods and services rose sharply in August for the third month in a row, but the increase mostly stemmed from a rebound in prices after a steep decline early in the coronavirus pandemic. Overall inflation is still quite low.

The consumer price index, a measure of the cost of living, rose 0.4% last month, the government said Friday. The biggest spike in the cost of used cars and trucks in more than a half-century accounted for more than 40% of the increase in the index.

Even after three straight monthly increases in the CPI, inflation remains low. The increase in consumer prices over the past 12 months moved up to 1.3% from 1%.

U.S. consumer borrowing rose in July for a second month, reflecting an increase in non-revolving credit such as auto loans as the economy reopened more broadly and spending picked up.

The bounce back in consumer borrowing is in line with recent increases in retail sales, particularly purchases of motor vehicles. Still, consumer sentiment remains weak, and the expiration of the additional \$600 of unemployment benefits could impact spending and borrowing in the coming months.

**Key Economic Indicators for Banks, Thrifts & Credit Unions-**

|                    |            | LATEST | CURRENT | PREV  |
|--------------------|------------|--------|---------|-------|
| GDP                | QoQ        | Q2-1st | -31.7%  | -5.0% |
| GDP - YTD          | Ann1       | Q2-1st | -18.4%  | -5.0% |
| Consumer Spending  | QoQ        | Q2-1st | -34.1%  | -6.9% |
| Consumer Spending  | Ann1       | Q2-1st | -20.5%  | -6.9% |
| Unemployment       | Mo         | August | 8.4%    | 10.2% |
| Consumer Inflation | YoY        | August | 1.3%    | 1.0%  |
| Core Inflation     | YoY        | August | 1.7%    | 1.6%  |
| Consumer Credit    | Annual     | July   | 3.6%    | 3.3%  |
| Retail Sales       | YoY        | July   | -2.1%   | -3.4% |
| Vehicle Sales      | Ann1 (Mil) | August | 15.6    | 14.9  |
| Home Sales         | Ann1 (Mil) | July   | 6.636   | 5.396 |
| Home Prices        | YoY        | June   | 3.5%    | 3.5%  |

**Key Consumer Market Data-**

|              | THIS WK<br>9/10/20 | YR END<br>12/31/19 | PCT CHANGES |        |
|--------------|--------------------|--------------------|-------------|--------|
|              |                    |                    | YTD         | 12Mos  |
| DJIA         | 27,535             | 28,538             | -3.5%       | 1.5%   |
| S&P 500      | 3,339              | 3,231              | 3.3%        | 11.5%  |
| NASDAQ       | 10,920             | 8,973              | 21.7%       | 34.4%  |
| Crude Oil    | 37.30              | 61.06              | -38.9%      | -32.2% |
| Avg Gasoline | 2.21               | 2.57               | -14.0%      | -13.2% |
| Gold         | 1,964.3            | 1,523.1            | 29.0%       | 31.0%  |

ECONOMIC UPDATE AND ANALYSIS

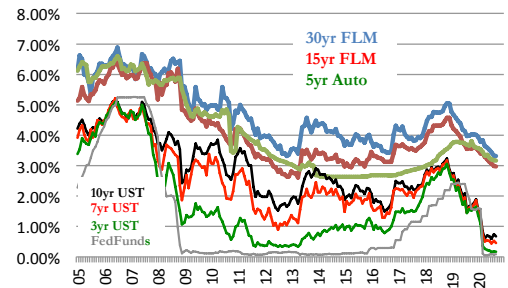
AVERAGE CREDIT UNION RATES AND RATE SENSITIVITY

|             | THIS WK<br>9/10/20 | YTD Change |           | Chg in Current Cycle* |           | Rate Sensitivity |       |
|-------------|--------------------|------------|-----------|-----------------------|-----------|------------------|-------|
|             |                    | Rate       | Benchmark | Rate                  | Benchmark | YTD              | Cycle |
| Classic CC  | 10.90%             | -0.55%     | -1.50%    | -0.79%                | -2.25%    | 37%              | 35%   |
| Platinum CC | 9.11%              | -0.81%     | -1.50%    | -1.16%                | -2.25%    | 54%              | 52%   |
| 48mo Veh    | 3.06%              | -0.41%     | -1.44%    | -0.60%                | -2.84%    | 28%              | 21%   |
| 60mo Veh    | 3.17%              | -0.42%     | -1.45%    | -0.60%                | -2.88%    | 29%              | 21%   |
| 72mo Veh    | 3.50%              | -0.41%     | -1.44%    | -0.62%                | -2.86%    | 28%              | 22%   |
| HE LOC      | 4.08%              | -0.92%     | -1.50%    | -1.48%                | -2.25%    | 61%              | 66%   |
| 10yr HE     | 5.06%              | -0.22%     | -1.43%    | -0.46%                | -2.88%    | 15%              | 16%   |
| 15yr FRM    | 2.98%              | -0.59%     | -1.34%    | -1.60%                | -2.74%    | 44%              | 59%   |
| 30yr FRM    | 3.32%              | -0.69%     | -1.24%    | -1.74%                | -2.56%    | 56%              | 68%   |
| Sh Drafts   | 0.12%              | -0.02%     | -1.46%    | -0.02%                | -2.36%    | 1%               | 1%    |
| Reg Svgs    | 0.14%              | -0.05%     | -1.46%    | -0.05%                | -2.36%    | 3%               | 2%    |
| MMkt-10k    | 0.22%              | -0.23%     | -1.46%    | -0.26%                | -2.36%    | 16%              | 11%   |
| MMkt-50k    | 0.31%              | -0.31%     | -1.46%    | -0.34%                | -2.36%    | 21%              | 14%   |
| 6mo CD      | 0.37%              | -0.62%     | -1.48%    | -0.66%                | -2.40%    | 42%              | 28%   |
| 1yr CD      | 0.53%              | -0.87%     | -1.44%    | -0.98%                | -2.59%    | 60%              | 38%   |
| 2yr CD      | 0.68%              | -0.96%     | -1.44%    | -1.17%                | -2.84%    | 67%              | 41%   |
| 3yr CD      | 0.79%              | -1.00%     | -1.45%    | -1.27%                | -2.88%    | 69%              | 44%   |

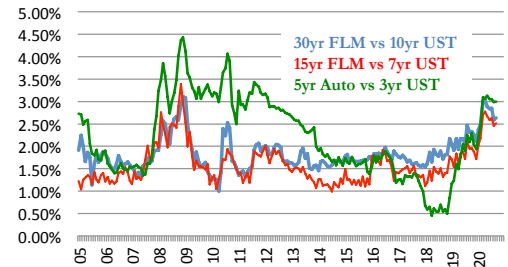
\*Since Nov 2018

RELATIVE VALUE

"A"-PAPER MARKET RATES



"A"-PAPER PRICING SPREADS



STRATEGICALLY FOR CREDIT UNIONS

As the U.S. has struggled with its fiscal problems, the Fed has kept interest rates low and most recently committed to bringing inflation up to its 2% goal. The central bank has indicated it will not raise rates even if inflation runs above the goal for a period of time and unemployment hits levels generally associated with higher cost pressure.

Inflation has been running consistently below the 2% level for most of the past decade and more recently was closer to 1%.

A sharp increase in the cost of used cars and trucks was the biggest contributor to the rise in consumer prices last month. They jumped 5.4% to mark the largest gain in 51 years, an exaggerated increase that should fade soon. Over the past year used-vehicle prices have risen less than 1%.

The cost of gasoline, meanwhile, rose a smaller 2% in August after bigger gains earlier in the summer. Gasoline is much cheaper now than it was a year earlier, however.

Notably, grocery prices fell. They surged in the first few months of the pandemic as Americans stocked up, but prices have since leveled off.

Additional information and other market-related reports can be viewed at [www.Meridian-ally.com](http://www.Meridian-ally.com)

ECONOMIC RELEASES

RELEASES THIS WEEK:

|                                | Current | Previous |
|--------------------------------|---------|----------|
| Wholesale Inflation (Aug, YoY) | -0.2%   | 0.4%     |
| Consumer Inflation (Aug, YoY)  | 1.3%    | 1.0%     |
| Consumer Credit (July)         | 3.3%    | 3.6%     |

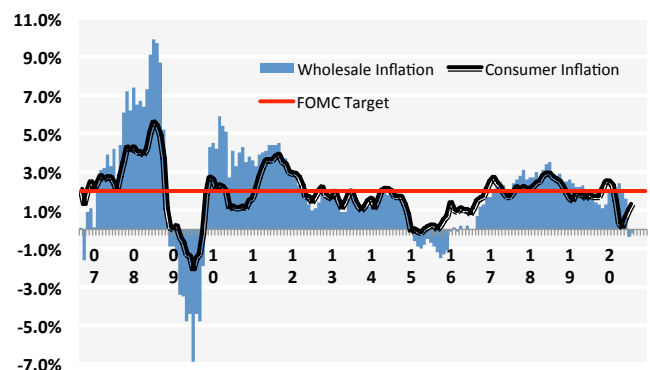
RELEASES FOR UPCOMING WEEK:

|   | Projected                             | Previous |
|---|---------------------------------------|----------|
| Retail Sales (August, YoY)                | 2.5%                                  | 2.7%     |
| FOMC Announcement                         | No material change in monetary policy |          |
| Leading Economic Indicators (August, MoM) | 1.0%                                  | 1.4%     |

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INFLATION PROFILE

WHOLESALE versus CONSUMER INFLATION, Monthly Year-over-Year



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ECONOMIC CALENDAR

| MONDAY                    | TUESDAY   | WEDNESDAY                               | THURSDAY  | FRIDAY   | SATURDAY |
|---------------------------|---|---|---|--|----------|
| August 10                 | 11<br>Wh Inflation -0.4%  | 12<br>Cons Inflation 1.0%               | 13<br>Jobless Claims 963k<br>Cont'd Claims 15.5M                          | 14<br>Retail Sales 1.2%<br>Ind Production -8.2%    | 15       |
| 17                        | 18  | 19<br>FOMC Minutes                      | 20<br>Jobless Claims 1.1M<br>Cont'd Claims 14.8M                          | 21<br>Exist Home Sales 5.86M                       | 22       |
| 24                        | 25<br>Home Prices 3.5%<br>Cons Confidence 84.8<br>New Home Sales 901k | 26<br>Durable Goods 11.2%               | 27<br>Jobless Claims 1.0M<br>Cont'd Claims 14.5M<br>GDP (Q2, 2nd) -31.7%  | 28<br>Personal Income 0.4%<br>Pers'l Spending 1.9% | 29       |
| 31                        | Sep 1   | 2<br>FOMC Beige Book                    | 3<br>Jobless Claims 881k<br>Cont'd Claims 13.2M                           | 4<br>Unemployment 8.4%                             | 5        |
| 7<br>LABOR DAY<br>HOLIDAY | 8<br>Consumer Credit 3.3%   | 9                                       | 10<br>Jobless Claims 884k<br>Cont'd Claims 13.3M<br>Whsle Inflation -0.2% | 11<br>Cons Inflation 1.3%                          | 12       |
| 14                        | 15<br>Industrial Production   | 16<br>Retail Sales<br>FOMC Announcement | 17<br>Jobless Claims<br>Cont'd Claims                                     | 18<br>Leading Indicators                           | 19       |
| 21                        | 22<br>Existing Home Sales   | 23                                      | 24<br>Jobless Claims<br>Cont'd Claims<br>New Home Sales                   | 25<br>Durable Goods                                | 26       |
| 28                        | 29<br>Home Prices<br>Consumer Confidence                              | 30<br>GDP (Q2, Final)                   | October 1<br>Jobless Claims<br>Cont'd Claims<br>Consumer Inflation        | 2<br>Unemployment                                  | 3        |
| 5                         | 6   | 7<br>FOMC Minutes<br>Consumer Credit    | 8<br>Jobless Claims<br>Cont'd Claims                                      | 9  | 10       |

## ECONOMIC FORECAST

August 2020

|  | 2019 |    |    | 2020 |    |    |    | 2021 |    |    |    |
|--|------|----|----|------|----|----|----|------|----|----|----|
|  | Q2   | Q3 | Q4 | Q1   | Q2 | Q3 | Q4 | Q1   | Q2 | Q3 | Q4 |

### ECONOMIC OUTLOOK

|                        |      |      |      |       |        |       |       |      |      |      |      |
|------------------------|------|------|------|-------|--------|-------|-------|------|------|------|------|
| Gross Domestic Product | 2.0% | 2.1% | 2.1% | -5.0% | -32.9% | 18.3% | 5.4%  | 3.5% | 5.9% | 3.8% | 3.4% |
| Consumer Spending      | 4.6% | 3.2% | 1.8% | -6.9% | -34.6% | 25.6% | 4.3%  | 0.1% | 4.4% | 3.4% | 3.6% |
| Government Spending    | 5.0% | 2.1% | 2.4% | 1.3%  | 2.7%   | 2.0%  | -2.5% | 0.5% | 0.8% | 0.8% | 0.1% |
| Consumer Inflation     | 1.8% | 1.8% | 2.0% | 2.1%  | 0.4%   | 1.0%  | 0.9%  | 1.6% | 3.2% | 2.8% | 3.0% |
| Unemployment Rate      | 3.6% | 3.6% | 3.5% | 3.8%  | 13.0%  | 9.7%  | 8.2%  | 7.7% | 7.1% | 6.7% | 6.7% |
| Home Prices            | 1.8% | 1.8% | 2.0% | 2.1%  | 3.5%   | 3.5%  | 3.2%  | 3.0% | 3.0% | 3.4% | 3.7% |

### HOME & VEHICLE LOAN MARKETS

|                           |       |       |       |       |       |       |       |       |       |       |       |
|---------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Total Home Sales (Mil)    | 5.948 | 6.109 | 6.131 | 6.185 | 5.150 | 6.151 | 6.078 | 6.189 | 6.325 | 6.458 | 6.476 |
| Existing Homes (Mil)      | 5.287 | 5.410 | 5.420 | 5.483 | 4.474 | 5.364 | 5.313 | 5.430 | 5.566 | 5.693 | 5.717 |
| New Homes (Mils)          | 0.661 | 0.699 | 0.711 | 0.702 | 0.676 | 0.787 | 0.765 | 0.759 | 0.759 | 0.765 | 0.759 |
| Single Family Origs (B\$) | 501   | 651   | 696   | 563   | 928   | 860   | 635   | 502   | 579   | 554   | 480   |
| Purchase                  | 355   | 375   | 314   | 257   | 348   | 410   | 325   | 302   | 379   | 392   | 332   |
| Refinancing               | 146   | 276   | 382   | 306   | 580   | 450   | 310   | 200   | 200   | 162   | 148   |
| Refi Share (%)            | 29%   | 42%   | 55%   | 54%   | 63%   | 52%   | 49%   | 40%   | 35%   | 29%   | 31%   |
| Vehicle Loans Sales (Mil) | 17.6  | 18.6  | 18.2  | 15.4  | 14.0  | 15.6  | 15.0  | 15.3  | 16.4  | 16.5  | 16.8  |

### MARKET RATE OUTLOOK

|                        |      |      |      |      |      |      |      |      |      |      |      |
|------------------------|------|------|------|------|------|------|------|------|------|------|------|
| Fed Funds              | 2.4% | 1.9% | 1.6% | 0.1% | 0.1% | 0.1% | 0.1% | 0.1% | 0.1% | 0.1% | 0.1% |
| 2-year US Treasury     | 2.3% | 2.7% | 2.8% | 1.1% | 0.1% | 0.1% | 0.3% | 0.3% | 0.3% | 0.6% | 0.6% |
| 3-year US Treasury     | 1.7% | 1.7% | 1.6% | 1.1% | 0.2% | 0.2% | 0.3% | 0.4% | 0.4% | 0.5% | 0.6% |
| 7-years US Treasury    | 1.9% | 1.8% | 1.6% | 1.2% | 0.6% | 0.6% | 0.7% | 0.8% | 0.8% | 0.9% | 1.1% |
| 10-year US Treasury    | 2.3% | 1.8% | 1.8% | 1.4% | 0.7% | 0.8% | 0.9% | 1.1% | 1.1% | 1.2% | 1.3% |
| 5-year A-paper Vehicle | 3.1% | 3.2% | 3.2% | 3.5% | 3.3% | 3.3% | 3.4% | 3.6% | 3.8% | 3.8% | 3.8% |
| 15-year A-paper FLM    | 3.5% | 3.1% | 3.1% | 3.0% | 2.8% | 2.8% | 2.8% | 2.9% | 2.9% | 2.9% | 3.0% |
| 30-year A-paper FLM    | 4.0% | 3.7% | 3.7% | 3.5% | 3.2% | 3.2% | 3.3% | 3.4% | 3.4% | 3.5% | 3.5% |

|                                |                 |                     |                       |                 |                   |
|--------------------------------|-----------------|---------------------|-----------------------|-----------------|-------------------|
| Business & Industry Consulting | Market Analysis | Strategic Solutions | Financial Investments | Risk Management | Regulatory Expert |
|--------------------------------|-----------------|---------------------|-----------------------|-----------------|-------------------|

| Q2-2020                    | <\$2<br>Million | \$2-10<br>Million | \$10-50<br><Million | \$50-100<br>Million | \$100-500<br>Million | \$500><br>Million | TOTAL   | <\$10<br>Million | <\$50<br>Million | <\$100<br>Million | <\$500<br>Million |
|----------------------------|-----------------|-------------------|---------------------|---------------------|----------------------|-------------------|---------|------------------|------------------|-------------------|-------------------|
| DEMOGRAPHICS               |                 |                   |                     |                     |                      |                   |         |                  |                  |                   |                   |
| Number of Credit Unions    | 377             | 854               | 1,580               | 665                 | 1,061                | 627               | 5,164   | 1,231            | 2,811            | 3,476             | 4,537             |
| Average Assets (\$Mil)     | \$0.9           | \$6.1             | \$26.1              | \$73.0              | \$214.7              | \$1,983.4         | \$303.4 | \$4.5            | \$16.6           | \$27.4            | \$71.2            |
| Pct of Credit Unions       | 7%              | 17%               | 31%                 | 13%                 | 21%                  | 12%               | 100%    | 24%              | 54%              | 67%               | 88%               |
| Pct of Industry Assets     | 0%              | 0%                | 2%                  | 3%                  | 13%                  | 81%               | 100%    | 0%               | 3%               | 5%                | 19%               |
| GROWTH RATES (YTD)         |                 |                   |                     |                     |                      |                   |         |                  |                  |                   |                   |
| Total Assets               | -7.5%           | -14.4%            | -2.7%               | -2.8%               | 6.9%                 | 28.3%             | 23.3%   | -14.0%           | -4.0%            | -3.4%             | 3.9%              |
| Total Loans                | -34.7%          | -33.6%            | -24.3%              | -23.9%              | -13.5%               | 10.2%             | 5.2%    | -33.7%           | -25.3%           | -24.5%            | -16.4%            |
| Total Shares               | -5.1%           | -10.7%            | -0.5%               | -0.9%               | 8.1%                 | 26.1%             | 21.8%   | -10.4%           | -1.7%            | -1.3%             | 5.3%              |
| Net Worth                  | -14.6%          | -22.4%            | -16.1%              | -16.2%              | -9.4%                | 9.9%              | 5.2%    | -21.9%           | -16.9%           | -16.5%            | -11.7%            |
| BALANCE SHEET ALLOCATION   |                 |                   |                     |                     |                      |                   |         |                  |                  |                   |                   |
| Net Worth-to-Total Assets  | 18.4%           | 15.6%             | 12.3%               | 11.5%               | 10.7%                | 10.3%             | 10.5%   | 15.8%            | 12.7%            | 12.1%             | 11.1%             |
| Cash & Inv-to-Total Assets | 57%             | 52%               | 49%                 | 43%                 | 34%                  | 29%               | 31%     | 52%              | 49%              | 46%               | 37%               |
| Loans-to-Total Assets      | 43%             | 47%               | 48%                 | 52%                 | 61%                  | 67%               | 65%     | 47%              | 48%              | 50%               | 58%               |
| Vehicle-to-Total Loans     | 60%             | 64%               | 49%                 | 43%                 | 39%                  | 31%               | 33%     | 64%              | 51%              | 47%               | 41%               |
| REL-to-Total Loans         | 1%              | 8%                | 30%                 | 39%                 | 45%                  | 53%               | 51%     | 7%               | 27%              | 33%               | 42%               |
| REL-to-Net Worth           | 3%              | 23%               | 116%                | 177%                | 258%                 | 343%              | 319%    | 22%              | 103%             | 139%              | 221%              |
| Indirect-to-Total Loans    | 0%              | 0%                | 4%                  | 11%                 | 18%                  | 21%               | 20%     | 0%               | 4%               | 8%                | 15%               |
| Loans-to-Total Shares      | 53%             | 56%               | 55%                 | 60%                 | 70%                  | 79%               | 76%     | 56%              | 55%              | 58%               | 66%               |
| Nonterm-to-Total Shares    | 92%             | 85%               | 82%                 | 80%                 | 77%                  | 72%               | 73%     | 85%              | 82%              | 81%               | 78%               |
| Short-term Funding Ratio   | 46.5%           | 37.7%             | 31.1%               | 27.0%               | 20.7%                | 16.4%             | 17.6%   | 31.8%            | 29.4%            | 23.2%             | 17.8%             |
| Net Long-term Asset Ratio  | 3.4%            | 6.8%              | 17.1%               | 22.6%               | 29.2%                | 35.0%             | 33.3%   | 15.9%            | 19.3%            | 26.3%             | 33.2%             |
| Leverage Ratio             | 1.4%            | 1.3%              | 1.0%                | 1.3%                | 2.0%                 | 5.1%              | 4.4%    | 1.3%             | 1.0%             | 1.2%              | 1.8%              |
| Solvency Ratio             | 122.8%          | 118.6%            | 114.1%              | 113.1%              | 112.1%               | 112.4%            | 112.5%  | 118.8%           | 114.7%           | 113.8%            | 112.6%            |
| LOAN QUALITY               |                 |                   |                     |                     |                      |                   |         |                  |                  |                   |                   |
| Loan Delinquency Ratio     | 3.52%           | 1.57%             | 0.91%               | 0.75%               | 0.62%                | 0.56%             | 0.58%   | 0.98%            | 0.86%            | 0.68%             | 0.58%             |
| Net Charge-off Ratio       | 0.51%           | 0.50%             | 0.38%               | 0.38%               | 0.39%                | 0.56%             | 0.53%   | 0.39%            | 0.39%            | 0.39%             | 0.53%             |
| "Misery" Index             | 4.03%           | 2.07%             | 1.29%               | 1.13%               | 1.01%                | 1.12%             | 1.11%   | 1.37%            | 1.24%            | 1.07%             | 1.11%             |
| RE Loan Delinquency        | 1.88%           | 1.61%             | 0.91%               | 0.75%               | 0.61%                | 0.52%             | 0.54%   | 1.61%            | 0.93%            | 0.82%             | 0.65%             |
| Vehicle Loan Delinquency   | 2.81%           | 1.44%             | 0.78%               | 0.63%               | 0.51%                | 0.44%             | 0.47%   | 1.52%            | 0.88%            | 0.76%             | 0.58%             |
| Direct Loans               | 2.81%           | 1.44%             | 0.76%               | 0.60%               | 0.45%                | 0.36%             | 0.44%   | 1.52%            | 0.87%            | 0.75%             | 0.56%             |
| Indirect Loans             | 0.00%           | 0.99%             | 1.02%               | 0.71%               | 0.58%                | 0.48%             | 0.49%   | 0.99%            | 1.02%            | 0.78%             | 0.61%             |
| Loss Allow as % of Loans   | 3.02%           | 1.36%             | 0.92%               | 0.86%               | 0.81%                | 1.04%             | 1.00%   | 1.46%            | 0.98%            | 0.92%             | 0.84%             |
| Current Loss Exposure      | 1.73%           | 0.80%             | 0.51%               | 0.42%               | 0.38%                | 0.33%             | 0.34%   | 0.86%            | 0.54%            | 0.48%             | 0.41%             |
| EARNINGS                   |                 |                   |                     |                     |                      |                   |         |                  |                  |                   |                   |
| Gross Asset Yield          | 3.76%           | 3.56%             | 3.37%               | 3.34%               | 3.47%                | 3.73%             | 3.67%   | 3.57%            | 3.39%            | 3.36%             | 3.44%             |
| Cost of Funds              | 0.35%           | 0.40%             | 0.41%               | 0.43%               | 0.55%                | 0.86%             | 0.79%   | 0.39%            | 0.41%            | 0.42%             | 0.51%             |
| Gross Interest Margin      | 3.41%           | 3.16%             | 2.95%               | 2.91%               | 2.91%                | 2.87%             | 2.88%   | 3.18%            | 2.98%            | 2.94%             | 2.92%             |
| Provision Expense          | 0.23%           | 0.24%             | 0.19%               | 0.22%               | 0.30%                | 0.66%             | 0.59%   | 0.24%            | 0.20%            | 0.21%             | 0.28%             |
| Net Interest Margin        | 3.17%           | 2.92%             | 2.77%               | 2.69%               | 2.61%                | 2.21%             | 2.29%   | 2.94%            | 2.78%            | 2.74%             | 2.64%             |
| Non-Interest Income        | 0.29%           | 0.52%             | 0.81%               | 1.05%               | 1.24%                | 1.26%             | 1.24%   | 0.50%            | 0.78%            | 0.92%             | 1.15%             |
| Non-Interest Expense       | 3.68%           | 3.33%             | 3.29%               | 3.36%               | 3.44%                | 2.94%             | 3.04%   | 3.35%            | 3.30%            | 3.33%             | 3.41%             |
| Net Operating Expense      | 3.39%           | 2.82%             | 2.48%               | 2.31%               | 2.20%                | 1.68%             | 1.80%   | 2.85%            | 2.52%            | 2.41%             | 2.26%             |
| Net Operating Return       | -0.21%          | 0.10%             | 0.29%               | 0.38%               | 0.40%                | 0.53%             | 0.50%   | 0.08%            | 0.27%            | 0.32%             | 0.38%             |
| Non-recurring Inc(Exp)     | 0.12%           | 0.04%             | 0.02%               | 0.01%               | 0.01%                | 0.04%             | 0.03%   | 0.05%            | 0.02%            | 0.02%             | 0.01%             |
| Net Income                 | -0.10%          | 0.15%             | 0.31%               | 0.39%               | 0.42%                | 0.57%             | 0.53%   | 0.13%            | 0.29%            | 0.34%             | 0.40%             |
| Return on Net Worth        | 0.1%            | 1.3%              | 2.7%                | 3.5%                | 4.0%                 | 5.5%              | 5.1%    | 1.2%             | 2.5%             | 3.0%              | 3.7%              |

| Q2-2020 | <\$2<br>Million | \$2-10<br>Million | \$10-50<br><Million | \$50-100<br>Million | \$100-500<br>Million | \$500><br>Million | TOTAL | <\$10<br>Million | <\$50<br>Million | <\$100<br>Million | <\$500<br>Million |
|---------|-----------------|-------------------|---------------------|---------------------|----------------------|-------------------|-------|------------------|------------------|-------------------|-------------------|
|---------|-----------------|-------------------|---------------------|---------------------|----------------------|-------------------|-------|------------------|------------------|-------------------|-------------------|

#### OPERATING EFFICIENCIES:

##### Core Activities-

##### Earning Asset Allocation and Return

|                             |         |         |         |         |          |          |          |         |         |         |          |
|-----------------------------|---------|---------|---------|---------|----------|----------|----------|---------|---------|---------|----------|
| Nonearning as Pct of Assets | 1%      | 1%      | 3%      | 4%      | 5%       | 4%       | 4%       | 1%      | 3%      | 4%      | 5%       |
| Cash & Investment Yield     | 1.06%   | 1.40%   | 1.46%   | 1.39%   | 1.26%    | 1.21%    | 1.23%    | 1.37%   | 1.45%   | 1.42%   | 1.32%    |
| C&I as Pct of Assets        | 57%     | 52%     | 49%     | 43%     | 34%      | 29%      | 31%      | 52%     | 49%     | 46%     | 37%      |
| Loan Yield, net             | 6.63%   | 5.52%   | 5.03%   | 4.72%   | 4.41%    | 4.17%    | 4.24%    | 5.58%   | 5.09%   | 4.89%   | 4.54%    |
| Loans as Pct of Assets      | 43%     | 47%     | 48%     | 52%     | 61%      | 67%      | 65%      | 47%     | 48%     | 50%     | 58%      |
| Avg Loan Balance            | \$4,948 | \$7,329 | \$8,110 | \$9,587 | \$13,332 | \$17,596 | \$16,262 | \$7,187 | \$8,004 | \$8,845 | \$12,174 |
| Avg Loan Rate               | 6.87%   | 5.76%   | 5.21%   | 4.94%   | 4.72%    | 4.83%    | 4.83%    | 5.82%   | 5.28%   | 5.10%   | 4.81%    |
| Avg Loan Yield, net         | 6.63%   | 5.52%   | 5.03%   | 4.72%   | 4.41%    | 4.17%    | 4.24%    | 5.58%   | 5.09%   | 4.89%   | 4.54%    |

##### Paying Funds Allocation and Return

|                              |         |         |         |         |          |          |          |         |         |         |         |
|------------------------------|---------|---------|---------|---------|----------|----------|----------|---------|---------|---------|---------|
| NonTerm as Pct of Shares     | 92%     | 85%     | 82%     | 80%     | 77%      | 72%      | 73%      | 85%     | 82%     | 81%     | 78%     |
| Share CDs as Pct of Shares   | 5%      | 10%     | 12%     | 14%     | 16%      | 20%      | 19%      | 10%     | 12%     | 13%     | 15%     |
| Cost of Funds                | 0.35%   | 0.40%   | 0.41%   | 0.43%   | 0.55%    | 0.86%    | 0.79%    | 0.39%   | 0.41%   | 0.42%   | 0.51%   |
| Avg Share Balance            | \$2,502 | \$5,040 | \$8,055 | \$9,239 | \$10,548 | \$12,942 | \$12,185 | \$4,739 | \$7,488 | \$8,374 | \$9,777 |
| Avg Share Rate               | 0.44%   | 0.47%   | 0.47%   | 0.49%   | 0.64%    | 1.02%    | 0.93%    | 0.47%   | 0.47%   | 0.48%   | 0.59%   |
| NM Deposits as Pct of Shares | 1.3%    | 1.1%    | 0.9%    | 0.9%    | 0.9%     | 0.9%     | 0.9%     | 1.1%    | 0.9%    | 0.9%    | 0.9%    |

##### Average Margin per Account

|                               |       |       |       |       |       |       |       |       |       |       |       |
|-------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Avg Interest Inc per Loan     | \$340 | \$422 | \$423 | \$474 | \$629 | \$850 | \$785 | \$419 | \$423 | \$451 | \$586 |
| Less: Avg Int Exp per Share   | \$11  | \$24  | \$38  | \$45  | \$67  | \$132 | \$113 | \$22  | \$36  | \$40  | \$58  |
| Less: Avg Provisions per Loan | \$12  | \$18  | \$15  | \$21  | \$41  | \$116 | \$95  | \$17  | \$16  | \$19  | \$34  |
| Avg Net Interest Margin       | \$317 | \$380 | \$369 | \$407 | \$521 | \$602 | \$576 | \$379 | \$372 | \$392 | \$494 |

##### Net Operating Profitability-

|                          |      |      |      |      |      |      |      |      |      |      |      |
|--------------------------|------|------|------|------|------|------|------|------|------|------|------|
| Earning Asset/Funding    | 123% | 117% | 111% | 109% | 107% | 109% | 109% | 118% | 112% | 110% | 108% |
| Non-Int Inc-to-Total Rev | 7%   | 13%  | 19%  | 24%  | 26%  | 25%  | 25%  | 12%  | 19%  | 21%  | 25%  |

##### Average per Full-time Equivalent

|                              |                 |                 |                  |                  |                  |                  |                  |                 |                  |                  |                  |
|------------------------------|-----------------|-----------------|------------------|------------------|------------------|------------------|------------------|-----------------|------------------|------------------|------------------|
| Interest Income              | \$43,463        | \$90,497        | \$129,978        | \$134,352        | \$141,569        | \$215,628        | \$195,161        | \$84,360        | \$121,977        | \$127,942        | \$137,419        |
| Less: Interest Expense       | \$4,075         | \$10,089        | \$15,889         | \$17,203         | \$22,634         | \$49,532         | \$41,958         | \$9,304         | \$14,734         | \$15,924         | \$20,591         |
| Net Interest Margin          | \$39,389        | \$80,408        | \$114,089        | \$117,149        | \$118,935        | \$166,096        | \$153,203        | \$75,055        | \$107,243        | \$112,018        | \$116,828        |
| Less: Provisions             | \$2,716         | \$6,115         | \$7,313          | \$8,969          | \$12,450         | \$38,264         | \$31,151         | \$5,671         | \$7,025          | \$7,962          | \$11,084         |
| <b>Net Interest Income</b>   | <b>\$36,672</b> | <b>\$74,293</b> | <b>\$106,776</b> | <b>\$108,180</b> | <b>\$106,484</b> | <b>\$127,832</b> | <b>\$122,052</b> | <b>\$69,384</b> | <b>\$100,218</b> | <b>\$104,056</b> | <b>\$105,745</b> |
| Non-Interest Income          | \$3,396         | \$13,146        | \$31,439         | \$42,357         | \$50,687         | \$72,980         | \$65,886         | \$11,874        | \$28,007         | \$34,924         | \$45,887         |
| Non-Interest Expense         | \$42,553        | \$84,790        | \$127,057        | \$135,304        | \$140,631        | \$170,345        | \$161,462        | \$79,279        | \$118,677        | \$126,691        | \$136,386        |
| <b>Net Operating Expense</b> | <b>\$39,158</b> | <b>\$71,643</b> | <b>\$95,618</b>  | <b>\$92,948</b>  | <b>\$89,945</b>  | <b>\$97,364</b>  | <b>\$95,576</b>  | <b>\$67,405</b> | <b>\$90,669</b>  | <b>\$91,767</b>  | <b>\$90,500</b>  |
| <b>Net Operating Return</b>  | <b>-\$2,486</b> | <b>\$2,650</b>  | <b>\$11,158</b>  | <b>\$15,232</b>  | <b>\$16,539</b>  | <b>\$30,468</b>  | <b>\$26,476</b>  | <b>\$1,980</b>  | <b>\$9,548</b>   | <b>\$12,288</b>  | <b>\$15,245</b>  |

|                         |          |           |           |           |           |           |           |          |           |           |           |
|-------------------------|----------|-----------|-----------|-----------|-----------|-----------|-----------|----------|-----------|-----------|-----------|
| Total Revenue           | \$46,859 | \$103,643 | \$161,417 | \$176,709 | \$192,255 | \$288,608 | \$261,047 | \$96,234 | \$149,984 | \$162,866 | \$183,306 |
| Compensation & Benefits | \$20,374 | \$45,248  | \$61,238  | \$65,606  | \$72,242  | \$90,232  | \$84,677  | \$42,003 | \$57,864  | \$61,596  | \$69,000  |
| Occupancy & Operations  | \$13,582 | \$22,624  | \$34,040  | \$34,573  | \$35,751  | \$41,695  | \$39,928  | \$21,444 | \$31,831  | \$33,153  | \$34,960  |
| All Other Expenses      | \$8,598  | \$16,917  | \$31,778  | \$35,125  | \$32,638  | \$38,418  | \$36,858  | \$15,832 | \$28,981  | \$31,943  | \$32,426  |



|                                |                 |                     |                       |                 |                   |
|--------------------------------|-----------------|---------------------|-----------------------|-----------------|-------------------|
| Business & Industry Consulting | Market Analysis | Strategic Solutions | Financial Investments | Risk Management | Regulatory Expert |
|--------------------------------|-----------------|---------------------|-----------------------|-----------------|-------------------|

| Q2-2020 | <\$2<br>Million | \$2-10<br>Million | \$10-50<br><Million | \$50-100<br>Million | \$100-500<br>Million | \$500+<br>Million | TOTAL | <\$10<br>Million | <\$50<br>Million | <\$100<br>Million | <\$500<br>Million |
|---------|-----------------|-------------------|---------------------|---------------------|----------------------|-------------------|-------|------------------|------------------|-------------------|-------------------|
|---------|-----------------|-------------------|---------------------|---------------------|----------------------|-------------------|-------|------------------|------------------|-------------------|-------------------|

### Operating Expense Assessment

#### Expense Ratio Breakdown-

|                          |       |       |       |       |       |       |       |       |       |       |       |
|--------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Compensation & Benefits  | 1.76% | 1.78% | 1.59% | 1.63% | 1.77% | 1.56% | 1.59% | 1.78% | 1.61% | 1.62% | 1.73% |
| Occupancy & Ops          | 1.17% | 0.89% | 0.88% | 0.86% | 0.88% | 0.72% | 0.75% | 0.91% | 0.88% | 0.87% | 0.87% |
| All Other Expenses       | 0.74% | 0.66% | 0.82% | 0.87% | 0.80% | 0.66% | 0.69% | 0.67% | 0.81% | 0.84% | 0.81% |
| Total Operating Expenses | 3.68% | 3.33% | 3.29% | 3.36% | 3.44% | 2.94% | 3.04% | 3.35% | 3.30% | 3.33% | 3.41% |
| - Travel and Conference  | 0.02% | 0.02% | 0.02% | 0.03% | 0.03% | 0.02% | 0.02% | 0.02% | 0.02% | 0.02% | 0.03% |
| - Educational and Promo  | 0.02% | 0.02% | 0.06% | 0.09% | 0.10% | 0.11% | 0.10% | 0.02% | 0.06% | 0.07% | 0.09% |
| - Loan Servicing         | 0.12% | 0.11% | 0.17% | 0.21% | 0.23% | 0.20% | 0.20% | 0.11% | 0.17% | 0.19% | 0.22% |
| - Prof and Outside Svcs  | 0.33% | 0.36% | 0.43% | 0.45% | 0.35% | 0.22% | 0.25% | 0.36% | 0.42% | 0.44% | 0.37% |
| - Member Insurance       | 0.03% | 0.01% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.01% | 0.00% | 0.00% | 0.00% |
| - Operating Fees         | 0.06% | 0.03% | 0.02% | 0.02% | 0.02% | 0.01% | 0.01% | 0.03% | 0.03% | 0.02% | 0.02% |
| - Miscellaneous          | 0.18% | 0.11% | 0.11% | 0.07% | 0.07% | 0.12% | 0.11% | 0.11% | 0.11% | 0.09% | 0.08% |

#### Expense as Pct of Total-

|                         |     |     |     |     |     |     |     |     |     |     |     |
|-------------------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Compensation & Benefits | 48% | 53% | 48% | 48% | 51% | 53% | 52% | 53% | 49% | 49% | 51% |
| Occupancy & Ops         | 32% | 27% | 27% | 26% | 25% | 24% | 25% | 27% | 27% | 26% | 26% |
| All Other Expenses      | 20% | 20% | 25% | 26% | 23% | 23% | 23% | 20% | 24% | 25% | 24% |
| - Travel and Conference | 0%  | 0%  | 1%  | 1%  | 1%  | 1%  | 1%  | 0%  | 1%  | 1%  | 1%  |
| - Educational and Promo | 0%  | 1%  | 2%  | 3%  | 3%  | 4%  | 3%  | 1%  | 2%  | 2%  | 3%  |
| - Loan Servicing        | 3%  | 3%  | 5%  | 6%  | 7%  | 7%  | 7%  | 3%  | 5%  | 6%  | 6%  |
| - Prof and Outside Svcs | 9%  | 11% | 13% | 13% | 10% | 7%  | 8%  | 11% | 13% | 13% | 11% |
| - Member Insurance      | 1%  | 0%  | 0%  | 0%  | 0%  | 0%  | 0%  | 0%  | 0%  | 0%  | 0%  |
| - Operating Fees        | 2%  | 1%  | 1%  | 1%  | 1%  | 0%  | 0%  | 1%  | 1%  | 1%  | 1%  |
| - Miscellaneous         | 5%  | 3%  | 3%  | 2%  | 2%  | 4%  | 4%  | 3%  | 3%  | 3%  | 2%  |

### Staffing-

|                          |          |          |          |          |          |          |          |          |          |          |          |
|--------------------------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| Total Employees          | 489      | 2,505    | 11,485   | 12,633   | 58,997   | 236,611  | 322,720  | 2,994    | 14,479   | 27,112   | 86,109   |
| Full-time Equivalents    | 295      | 1,963    | 10,611   | 11,975   | 56,737   | 230,150  | 311,730  | 2,257    | 12,868   | 24,843   | 81,580   |
| Pct PT Employees         | 80%      | 43%      | 15%      | 10%      | 8%       | 5%       | 7%       | 49%      | 22%      | 17%      | 11%      |
| FTE-to-Ops (Staffing)    | 2.04     | 0.77     | 0.42     | 0.36     | 0.30     | 0.20     | 0.22     | 0.84     | 0.46     | 0.41     | 0.33     |
| Avg Compensation & Benef | \$20,374 | \$45,248 | \$61,238 | \$65,606 | \$72,242 | \$90,232 | \$84,677 | \$42,003 | \$57,864 | \$61,596 | \$69,000 |

### Membership Outreach-

|                      |      |      |       |       |       |        |        |       |       |       |        |
|----------------------|------|------|-------|-------|-------|--------|--------|-------|-------|-------|--------|
| Members-to-Potential | 7.1% | 8.0% | 3.0%  | 3.1%  | 2.5%  | 3.2%   | 3.0%   | 7.9%  | 3.4%  | 3.2%  | 2.7%   |
| Members-to-FTEs      | 366  | 408  | 415   | 454   | 345   | 404    | 395    | 402   | 412   | 432   | 371    |
| Borrowers-to-Members | 27%  | 38%  | 55%   | 58%   | 55%   | 58%    | 57%    | 37%   | 52%   | 49%   | 52%    |
| Branches             | 367  | 879  | 2,243 | 1,632 | 5,032 | 10,949 | 21,102 | 1,246 | 3,489 | 5,121 | 10,153 |
| Members per Branch   | 294  | 910  | 1,962 | 3,329 | 3,887 | 8,488  | 5,840  | 728   | 1,521 | 2,097 | 2,984  |

| Historical Year-End                            | 2010    | 2011    | 2012    | 2013    | 2014    | 2015    | 2016    | 2017    | 2018    | 2019    | 2020    |
|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| <b>DEMOGRAPHICS</b>                            |         |         |         |         |         |         |         |         |         |         |         |
| No. of Credit Unions                           | 7,339   | 7,094   | 6,819   | 6,554   | 6,273   | 6,021   | 5,785   | 5,573   | 5,375   | 5,236   | 5,164   |
| Avg Asset Size (\$Mil)                         | \$124.6 | \$135.6 | \$149.8 | \$162.0 | \$178.9 | \$200.0 | \$223.4 | \$247.4 | \$256.5 | \$277.6 | \$303.4 |
| <b>GROWTH RATES</b>                            |         |         |         |         |         |         |         |         |         |         |         |
| Total Assets                                   | 3.4%    | 5.2%    | 6.2%    | 3.9%    | 5.7%    | 7.3%    | 7.3%    | 6.7%    | 5.4%    | 7.8%    | 23.3%   |
| Total Loans                                    | -1.4%   | 1.2%    | 4.6%    | 8.0%    | 10.4%   | 10.5%   | 10.4%   | 10.1%   | 9.0%    | 6.2%    | 5.2%    |
| Total Shares                                   | 4.5%    | 5.2%    | 6.1%    | 3.7%    | 4.5%    | 6.9%    | 7.5%    | 6.1%    | 4.4%    | 6.9%    | 21.8%   |
| Net Worth                                      | 5.1%    | 6.8%    | 8.5%    | 7.4%    | 7.5%    | 6.9%    | 7.1%    | 7.3%    | 8.7%    | 8.5%    | 5.2%    |
| <b>BALANCE SHEET ALLOCATION</b>                |         |         |         |         |         |         |         |         |         |         |         |
| Net Worth Ratio                                | 10.1%   | 10.2%   | 10.4%   | 10.8%   | 11.0%   | 10.9%   | 10.9%   | 11.0%   | 11.3%   | 11.4%   | 10.5%   |
| Cash & Inv-to-Assets                           | 35%     | 37%     | 38%     | 35%     | 32%     | 31%     | 28%     | 26%     | 24%     | 25%     | 31%     |
| Loans-to-Total Assets                          | 62%     | 59%     | 58%     | 61%     | 63%     | 65%     | 67%     | 69%     | 72%     | 71%     | 65%     |
| Vehicle-to-Total Loans                         | 11%     | 29%     | 30%     | 31%     | 32%     | 33%     | 34%     | 35%     | 35%     | 34%     | 33%     |
| RELoans-to-Total Loans                         | 55%     | 55%     | 54%     | 53%     | 51%     | 50%     | 50%     | 49%     | 49%     | 50%     | 51%     |
| RELoans-to-Net Worth                           | 337%    | 319%    | 300%    | 296%    | 296%    | 302%    | 306%    | 313%    | 313%    | 313%    | 319%    |
| Indirect-to-Total Loans                        | 13%     | 12%     | 13%     | 14%     | 16%     | 17%     | 19%     | 20%     | 21%     | 21%     | 20%     |
| Loans-to-Shares                                | 72%     | 69%     | 68%     | 71%     | 75%     | 77%     | 80%     | 83%     | 86%     | 84%     | 76%     |
| Pct of Non-term-Shares                         | 62%     | 65%     | 67%     | 69%     | 71%     | 72%     | 73%     | 73%     | 72%     | 70%     | 73%     |
| ST Funding Ratio                               | 16.1%   | 17.3%   | 17.5%   | 14.9%   | 13.7%   | 13.5%   | 13.4%   | 12.4%   | 11.4%   | 12.8%   | 17.6%   |
| Net LT Assets Ratio                            | 33%     | 32%     | 33%     | 36%     | 34%     | 33%     | 33%     | 34%     | 34%     | 34%     | 33%     |
| <b>LOAN QUALITY &amp; ADEQUACY OF RESERVES</b> |         |         |         |         |         |         |         |         |         |         |         |
| Loan Delinquency Rate                          | 1.76%   | 1.60%   | 1.16%   | 1.01%   | 0.85%   | 0.81%   | 0.83%   | 0.81%   | 0.71%   | 0.70%   | 0.58%   |
| Net Charge-off Rate                            | 1.13%   | 0.91%   | 0.73%   | 0.57%   | 0.50%   | 0.48%   | 0.55%   | 0.60%   | 0.58%   | 0.57%   | 0.53%   |
| "Misery" Index                                 | 2.89%   | 2.51%   | 1.89%   | 1.58%   | 1.35%   | 1.29%   | 1.38%   | 1.41%   | 1.29%   | 1.27%   | 1.11%   |
| RE Loan Delinquency                            | 2.10%   | 2.00%   | 1.38%   | 1.15%   | 0.89%   | 0.75%   | 0.63%   | 0.61%   | 0.54%   | 0.55%   | 0.54%   |
| Veh Loan Delinquency                           | -       | -       | -       | 0.69%   | 0.67%   | 0.68%   | 0.72%   | 0.70%   | 0.66%   | 0.65%   | 0.47%   |
| -Direct Delinquency                            | -       | -       | -       | 0.60%   | 0.60%   | 0.64%   | 0.67%   | 0.67%   | 0.64%   | 0.63%   | 0.44%   |
| -Indirect Delinquency                          | 1.17%   | 0.97%   | 0.77%   | 0.79%   | 0.74%   | 0.72%   | 0.76%   | 0.72%   | 0.67%   | 0.66%   | 0.49%   |
| Loss Allowance Ratio                           | 1.67%   | 1.55%   | 1.36%   | 1.13%   | 0.98%   | 0.94%   | 0.90%   | 0.92%   | 0.89%   | 0.86%   | 1.00%   |
| Current Loss Exposure                          | 1.62%   | 1.40%   | 1.05%   | 0.83%   | 0.62%   | 0.53%   | 0.47%   | 0.46%   | 0.48%   | 0.49%   | 0.34%   |
| <b>EARNINGS:</b>                               |         |         |         |         |         |         |         |         |         |         |         |
| Gross Asset Yield                              | 4.46%   | 4.04%   | 3.65%   | 3.39%   | 3.38%   | 3.37%   | 3.41%   | 3.55%   | 3.82%   | 4.06%   | 3.67%   |
| Cost of Funds                                  | 1.21%   | 0.93%   | 0.73%   | 0.59%   | 0.54%   | 0.52%   | 0.53%   | 0.57%   | 0.69%   | 0.90%   | 0.79%   |
| Gross Margin                                   | 3.25%   | 3.12%   | 2.92%   | 2.80%   | 2.84%   | 2.85%   | 2.88%   | 2.99%   | 3.13%   | 3.16%   | 2.88%   |
| Provision Expense                              | 0.78%   | 0.50%   | 0.36%   | 0.26%   | 0.28%   | 0.35%   | 0.41%   | 0.48%   | 0.46%   | 0.43%   | 0.59%   |
| Net Margin                                     | 2.46%   | 2.62%   | 2.56%   | 2.53%   | 2.56%   | 2.50%   | 2.48%   | 2.51%   | 2.66%   | 2.73%   | 2.29%   |
| Non-Interest Income                            | 1.33%   | 1.30%   | 1.43%   | 1.38%   | 1.31%   | 1.34%   | 1.37%   | 1.33%   | 1.38%   | 1.35%   | 1.24%   |
| Non-Interest Expense                           | 3.07%   | 3.06%   | 3.10%   | 3.10%   | 3.11%   | 3.12%   | 3.10%   | 3.08%   | 3.14%   | 3.20%   | 3.04%   |
| Net Operating Exp                              | 1.74%   | 1.76%   | 1.67%   | 1.72%   | 1.80%   | 1.77%   | 1.73%   | 1.75%   | 1.77%   | 1.85%   | 1.80%   |
| Net Operating Return                           | 0.72%   | 0.86%   | 0.89%   | 0.82%   | 0.76%   | 0.73%   | 0.74%   | 0.76%   | 0.90%   | 0.88%   | 0.50%   |
| Non-recurring Inc(Exp)                         | -0.22%  | -0.19%  | -0.04%  | -0.04%  | 0.04%   | 0.02%   | 0.02%   | 0.02%   | 0.02%   | 0.06%   | 0.03%   |
| Net Income (ROA)                               | 0.50%   | 0.67%   | 0.85%   | 0.78%   | 0.80%   | 0.75%   | 0.76%   | 0.78%   | 0.92%   | 0.94%   | 0.53%   |
| Return on Net Worth                            | 5.1%    | 6.6%    | 8.3%    | 7.3%    | 7.3%    | 6.8%    | 7.0%    | 7.1%    | 7.9%    | 7.9%    | 5.1%    |